



DASNY

Dormitory Authority of the State of New York

We Finance, Design & Build New York's Future

Job Order Contracting Informational Meeting

Welcome!

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What We'll Cover

- Overview of DASNY Opportunity
- What is Job Order Contracting (JOC)
- How JOC Works
- What's Next
- Q&A

General Information

About DASNY Construction

- DASNY is a public authority providing construction administration services to build and renovate higher education, public use, and healthcare facilities for various clients throughout New York State.
- DASNY's Job Order Contracting Program is one of the many procurement methods available to provide these services.

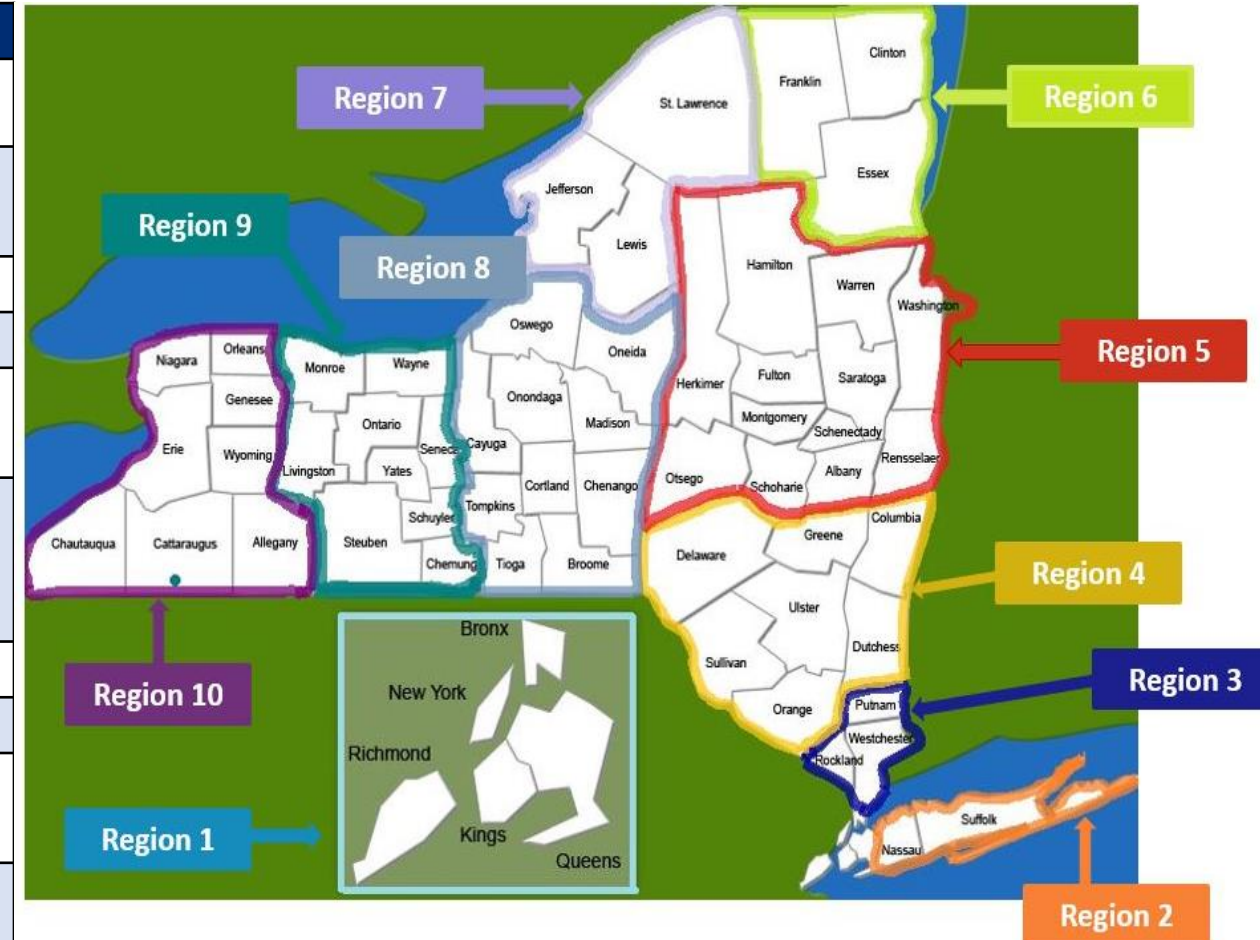
DASNY's Job Order Contracting Program

- Job Order Contracts (“JOCs”) offer DASNY flexibility to quickly execute construction projects.
- Base term of one (1) year and three (3), one (1) year option periods – Potentially a four (4) year contract.
- Work is assigned to any contractor in any geographic area based on the client’s needs and project scope.
- Multiple contracts are awarded to provide coverage to all regions throughout New York State.

DASNY's Job Order Contracting Regions

DASNY's JOC REGIONS

Region	Counties Included
1	New York (Manhattan), Bronx, Kings (Brooklyn), Richmond (Staten Island), and Queens
2	Nassau, and Suffolk
3	Westchester, Rockland, and Putnam
4	Orange, Sullivan, Delaware, Ulster, Dutchess, Greene, and Columbia
5	Rensselaer, Albany, Schenectady, Otsego, Schoharie, Fulton, Montgomery, Saratoga, Washington, Warren, Hamilton, and Herkimer
6	Essex, Clinton, and Franklin
7	Lewis, Jefferson, and St. Lawrence
8	Broome, Tioga, Tompkins, Cortland, Chenango, Cayuga, Onondaga, Madison, and Oswego
9	Monroe, Wayne, Livingston, Ontario, Seneca, Yates, Steuben, Schuyler, and Chemung
10	Niagara, Orleans, Genesee, Erie, Wyoming, Chautauqua, Allegany, and Cattaraugus



Types of Work

- General & specialty work for small and large-scale projects:
 - General Construction
 - Electrical
 - HVAC
 - Plumbing
 - Asbestos & HAZMAT Abatement

Contract Goals

- DASNY is looking to expand and diversify its pool of available JOC contractors across all regions.
- DASNY hopes to provide a pathway for Small Business Enterprises, Minority and Women-owned Business Enterprises (MWBE), and Service Disabled Veteran-owned Businesses (SDVOB) to gain experience and conduct more business with DASNY.

Solicitation Documents

- Prospective bidders should visit the DASNY website for a Complete Set of all Contract Documents, sign up for the Bid Notifications, and refer to the specific opportunity for full details: <https://www.dasny.org/opportunities/rfps-bids/construction-contracts>

What is Job Order Contracting?

Who is Gordian?

Gordian delivers solutions that bring speed, precision and efficiency to every phase of the building lifecycle.

Developer of
**Facilities Intelligence
Solutions**
for strategic decision
making

Pioneer of
RSMMeans data,
industry-standard
cost estimating data

Creator of
Job Order Contracting
process and data

Construction Delivery Methods

In-House Staff

Construction Management (CM) at Risk

Unit Price Contracts

Design-Bid-Build

Time and Materials

Design-Build

Job Order Contracting

Gordian Job Order Contracting Program

- Competitively bid, fixed price indefinite quantity construction contract.
- Enables contractors to complete a substantial number of projects under a single competitively-awarded contract based on preset unit prices.
- Contracts are bid using an Adjustment Factor or coefficient applied to the unit price book.

Traditional Solicitation Process

Office renovation



1. Prepare design
2. Develop scope
3. Create contract documents
4. Upload contract documents for distribution
5. Conduct pre-bid meeting and walk through
6. Answer RFIs via addendum
7. Conduct formal bid opening
8. Verify lowest, responsive, responsible bidder
9. Collect bonds and insurance certificates from low bidder
10. Finalize contract



Office renovation contract

LED lighting updates



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LED lighting update contract

Parking lot paving



1. Prepare design
2. Develop scope
3. Create contract documents
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Parking lot paving contract

Job Order Contracting Solicitation Process

1. Create contract documents
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**Single Job Order
Contract for multiple
projects**

Office renovations

LED lighting updates

Parking lot paving

HVAC replacements

Security system installation

Window replacements

Roof and gutter replacements

ADA compliance upgrades

***Scope & Design not included, individual projects will not be identified at the time of bid**

Typical JOC Project Types



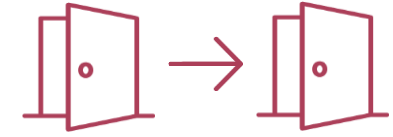
Rehabilitation



Repairs



Renovations



Replacement
in-kind



Maintenance



Emergency
work



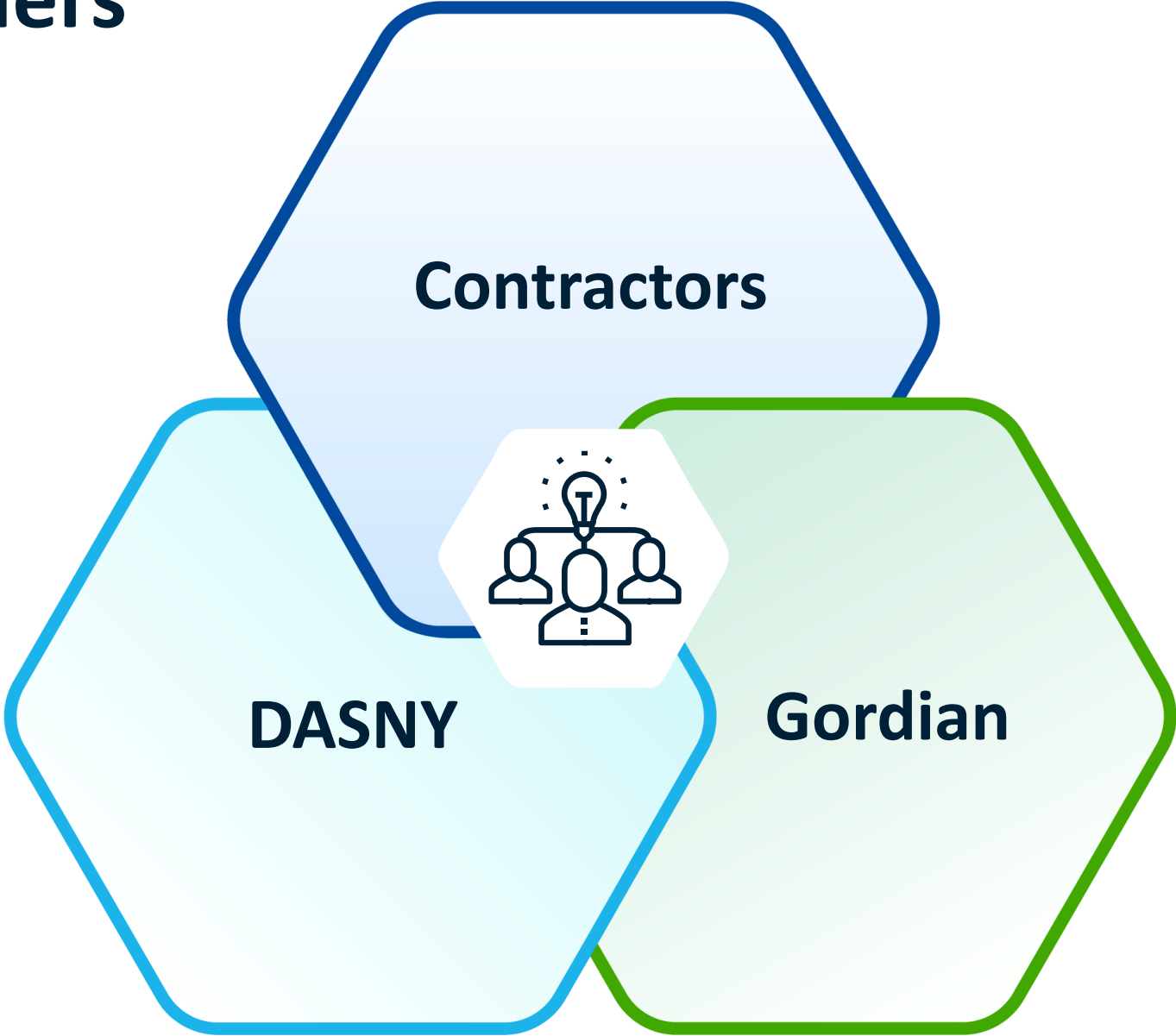
Time sensitive
projects



Alterations

*Applicable project types may vary according to local procurement laws

Stakeholders



Benefits for Contractors

- ✓ One bid response for contract term
- ✓ Project volume driven by performance
- ✓ Paid a unit price for every task performed
- ✓ Promote partnerships in the public sector
- ✓ Ability to collaborate and develop project scope
- ✓ Increase your project win rate

How JOC Works



Components of a Gordian JOC Program



Data

- Localized unit price book for each JOC contract.
- Over 275,000 accurate construction tasks with preset prices.



Technology

- Easily manage the functions of the job order development process.



Expertise

- 200+ local field personnel to ensure program success.

Construction Task Catalog®

CSI MasterFormat

Full task description

Cost includes labor, material and equipment for your location

09 22 16

Non-Structural Metal Framing (09 22)

Note: Includes all necessary framing studs, bridging, fasteners necessary to attach to floors, walls, ceilings and a metal stiffener at half height. Per SF of wall area measures one side. Do not deduct for openings of less than 25 SF when calculating total wall square footage.

09 22 16 00-0004	SF 3-5/8" Width, 25 Gauge, Non Load Bearing, Non Structural Metal Framing Stud With Tracks And Runners, 16" On Center.....	1.67	0.34
	<i>For Walls > 10' High, Add</i>	0.33	
	<i>For Soffit, Columns Or Beams Up To 10' High, Add</i>	0.86	
	<i>For Soffit, Columns Or Beams > 10' High, Add</i>	1.11	
	<i>For Horizontal Installation Up To 10' High, Add</i>	0.30	
	<i>For Horizontal Installation > 10' High, Add</i>	0.38	
	<i>For Curved Wall, Add</i>	0.26	
	<i>For 12" On Center, Add</i>	0.29	
	<i>For 24" On Center, Deduct</i>	-0.29	
	<i>For Up To 200, Add</i>	0.51	
	<i>For > 200 To 500, Add</i>	0.25	

Technical Specifications

Modifiers for variations or quantity discounts

Demolition cost (if applicable)

“Using The Construction Task Catalog”

The rules of the game for Job Order Contracting and utilizing the CTC. The first six pages outline:

- Unit Price Inclusions
 - Labor, equipment and material costs
- Adjustment Factor Inclusions
 - Business costs, project-related costs, price variations
- General Rules
 - Demolition, Working Height, Field Engineering, Assemblies, Restricted & Confined Spaces
- Or Equals
- Useful Information

GORDIAN®

Using The Construction Task Catalog®

About the CTC:

- ☑ This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for Watervliet Arsenal, priced locally using current labor, material and equipment costs, and published in January 2020.
- ☑ The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to Watervliet Arsenal. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.

Each CTC is customized for specific clients

MasterForm 01™

- ☑ The tasks in this Construction Task Catalog are organized using CSI's MasterForm.

CSI MasterForm® is produced jointly by CSI and Construction Cost Consultants (CCC). All rights reserved. For more information, contact CSI at csi.com or CCC at ccc.com.

The Unit Prices Include: Unit prices based on local labor, equipment and material costs

LABOR COSTS:

- ☑ Labor costs include direct labor through the working foreperson level at straight time prevailing wage rates including fringe benefits and an allowance for Social Security, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- ☑ Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout, measuring and calling to fit; performing the task; disposal of excess material; and time for lunch and breaks.

EQUIPMENT COSTS:

- ☑ Equipment costs include all equipment required to accomplish the task.
- ☑ Mobilization is included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats etc.), which exclude mobilization.
- ☑ Equipment costs include all operating expenses such as fuel, electricity, lubricants, etc.

Comprehensive rules for using the Construction Task Catalog

MATERIAL COSTS:

- ☑ Material costs include the cost of the material, delivery, and all incidentals and accessories integral to the installation.
- ☑ Material costs include manufacturer's and/or fabricator's shop drawings.
- ☑ Material costs for roofing, drywall, VCT, carpet, wall covering, ceiling tile, pipe, conduit, concrete, etc. include an allowance for waste. This list is not intended to be all inclusive, but descriptive of the types of construction materials that are typically sold in standard lengths, sizes and weights.
- ☑ Material costs for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:

- ☑ Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.
- ☑ Insurance and bonding.
- ☑ Profit.

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Sample

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CTC Task Development

Material

- › Material prices from building material suppliers
- › Material price indicators
- › Data analytics

Labor

- › Union wages
- › Davis-Bacon
- › Prevailing wages
- › Contract labor agreements

Equipment

- › Rental equipment costs
- › Operating and fuel costs

Crew and Productivity Formula = Task

Unit Prices: Material Costs

- Cost of the material, delivery, and all incidentals and accessories integral to the installation
- Manufacturer's and/or fabricator's shop drawings
- Construction materials typically sold in standard lengths, sizes and weights, including an allowance for waste
- Costs for imported materials include delivery up to 15 miles from the closest approved source

Unit Prices: Labor Costs

- Direct labor through the working foreperson level at prevailing wage rates
- Unloading equipment, materials, and tools, and transporting up or down two (2) stories and 125' to reach project site
- Measuring and cutting to fit
- Performing the Task
- Disposal of excess materials
- Time for lunch and breaks

Unit Prices: Equipment Costs

- All equipment required to accomplish the Task
- Mobilization included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats, etc.)
- All operating expenses – fuel, electricity, lubricants, etc.

Construction Task Catalog®

Include All Appropriate Tasks:

CSI Number	Task Description	UOM	Price	Quantity	Total Paid	
32 16 23 00-0002	4" Cast in Place Concrete Sidewalk	SF	\$ 6.37	400	\$ 2,548.00	
	For Quantities 100 to 500, Add	SF	\$ 2.50	400	\$ 1,000.00	
32 11 23 16-0004	4" Crushed Aggregate Base for Sidewalks	SF	\$ 1.11	400	\$ 444.00	
	For Quantities Under 1000	SF	\$ 0.30	400	\$ 120.00	
01 71 13 00-0003	Mobilize Backhoe	EA	\$ 402.63	1	\$ 402.63	
31 23 16 36-0006	Excavation by Backhoe	CY	\$ 4.67	11	\$ 51.37	
	For Quantities Under 20 CY, Add	CY	\$ 4.67	11	\$ 51.37	
31 23 16 36-0028	Loading Excess Materials	CY	\$ 4.14	13.75	\$ 56.93	
	For Quantities Under 20 CY, Add	CY	\$ 4.14	13.75	\$ 56.93	
01 74 19 00-0029	Hauling to Dump Site	CYM	\$ 0.99	207	\$ 204.93	
01 74 19 00-0025	Landfill Dump Fee	CY	\$ 29.83	13.75	\$ 410.16	\$5,346.31
						400 SF
						\$ 13.37

Compare these prices

Putting It All Together

Category	CSI MasterFormat	UOM	Adjustment Factor				
Lighting							
29	26 51 13 00-0060	EA		4 T8 Lamps, 2' x 4', Prismatic Lensed, Lay-In Troffer Fluorescent Fixture	\$10,461.12		
				Qty	Unit Price	Factor	Total
				Installation	48.00 X \$196.74 X	1.0000	\$9,443.52
				Demolition	48.00 X 21.2 X	1.0000	\$1,017.60
30	26 51 13 00-0155	EA		4 T8 Lamps, 4' Length, Industrial Fluorescent Fixture	\$2,384.52		
				Qty	Unit Price	Factor	Total
				Installation	12.00 X \$180.51 X	1.0000	\$2,166.12
				Demolition	12.00 X 18.2 X	1.0000	\$218.40
31	26 53 00 00-0006	EA		Single Face, Die-Cast Aluminum Housing, LED Exit Sign (Lithonia LQC)	\$659.76		
				Qty	Unit Price	Factor	Total
				Installation	4.00 X \$146.75 X	1.0000	\$587.00
				Demolition	4.00 X 18.19 X	1.0000	\$72.76
Subtotal for Lighting:					\$13,505.40		

Adjustment Factor

- A multiplier applied to the construction task in the CTC.

$$\text{Unit Price} \times \text{Quantity} \times \text{Adjustment Factor} = \text{Total for Task}$$

- Contractors may be asked to provide multiple adjustment factors based on their project needs.
 - Non-Federally Funded Projects – Normal Working Hours
 - Non-Federally Funded Projects – Other than Normal Working Hours
 - Federally Funded Projects – Normal Working Hours
 - Federally Funded Projects – Other than Normal Working Hours
- Should include a company's **overhead, profit and operating costs** to determine what is needed to be successful under a JOC program.
- **JOC Licensing Fee** should be calculated into the Adjustment Factors.

Calculating Adjustment Factors

What You Need

- Historical scope of work and recent final project proposals
- Construction Task Catalog (provided in the solicitation documents)
- Overhead costs, including project-related operational costs
- Desired profit margin

Sample Scope of Work

Administration Building & Shop Renovation

Doors and Hardware

- Replace 12 interior doors, hinges and hardware
- Doors shall be 3x7, solid core wood doors
- Grade 2 locksets with knobs
- Replace 2 push bar exits and door closers on exit doors

Lighting

- Replace all lay-in troffer fixtures on first and second floors, 48 in total
- Replace 4 exit fixtures
- Replace 12 industrial fixtures in shop area

Plumbing

- Replace 8-bathroom sinks, 8 faucets, and 8 toilets in men's and women's bathrooms in admin building and shop area
- Replace 4 water fountains

HVAC

- Replace Central HVAC
- Demo and replace existing roof top 4-ton cooling and heating unit

Sample Project: Price Proposal vs. Quotes

Direct Cost of Work from Quotes or Estimates

- Replace Central HVAC \$ 6,240.00
- Doors and Hardware \$ 26,567.00
- Lighting \$ 16,598.00
- Plumbing \$ 16,987.00

TOTAL = \$ 66,392.00

Direct Cost of Work from CTC

- Replace Central HVAC \$ 5,912.59
- Doors and Hardware \$ 27,456.62
- Lighting \$ 17,964.49
- Plumbing \$ 17,263.79

TOTAL = \$ 68,597.50

Sample Price: Putting It All Together

A.	Direct Cost of Work from Quotes	\$66,392.00
B.	Overhead 10%*	<u>\$6,639.20</u>
C.	Subtotal (Cost & O/H)	\$73,031.20
D.	Profit 10%*	<u>\$7,303.12</u>
E.	Subtotal (Cost & O/H & Profit)	\$80,334.32
F.	Price From CTC	\$68,597.50

Adjustment Factor (= E / F) = 1.1711

*Sample Only – Contractor to determine O/H & Profit

Prepare this calculation for more than one sample project

Consider the CTC as the starting point at 1.0000

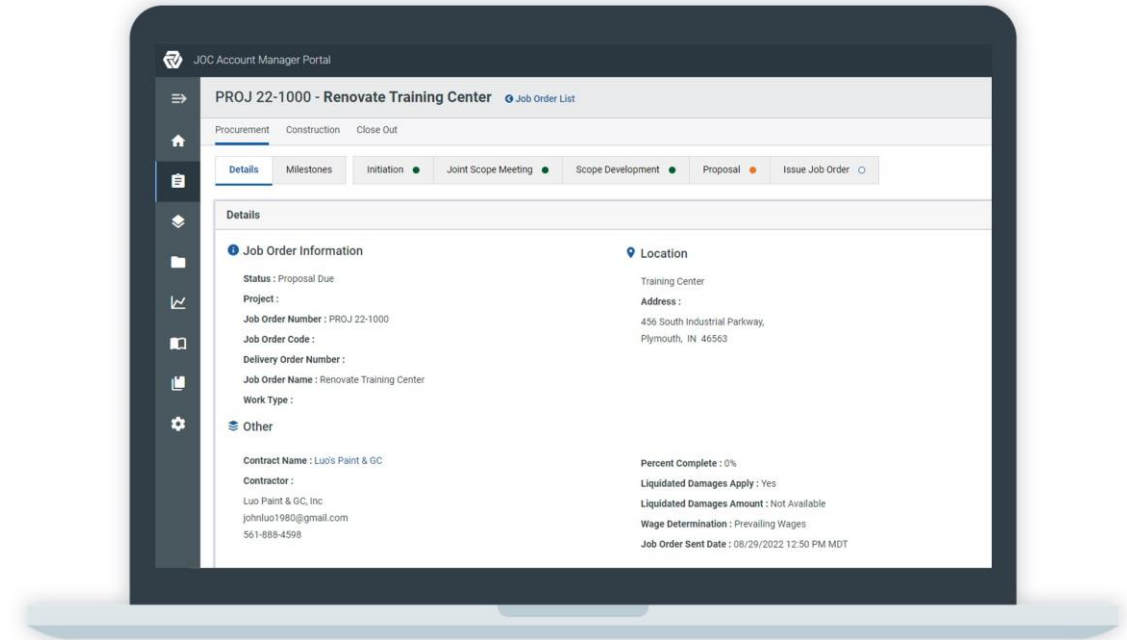
5-Step Job Order Process



Gordian Software

Gordian JOC solutions include access to our secure, cloud-based software programs

- Instant, digital access to CTC
- Version histories of every Price Proposal
- Collaboration tools to communicate around line-item revisions and project milestones



Steps to Bid

1.

Attend
Informational
Meetings

2.

Request &
download
solicitation
documents

3.

Attend
Pre-Bid
Meeting

4.

Develop
Adjustment Factor,
provide requested
documentation

5.

Submit
completed
bid
documents

Questions?



Thank you!

